

Acquisition Reform Success Story



The Eight-Step Streamlined Process for Sole Source Acquisitions

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Program Description

Classified high priority DoD/HQ USAF programs. Program personnel have developed an eight-step process for sole source acquisitions which has significantly reduced the acquisition cycle time. These acquisitions run in the 1-25 million dollar range.

How Streamlining Made a Difference

- Significant reductions in time and cost of the acquisition process.
- Vastly improved long-term relationship between contractor and the government.
- Clearer understanding and accountability for tasking and cost.
- Contractor "hits the ground running" at contract award.
- Fewer contract modifications.
- No RFP.
- No traditional proposal. A single document, the Joint Pricing Document, replaces the proposal, government field evaluations, and traditional Price Negotiation Memorandum.
- Significant schedule and cost savings on the item or service required.

Measure	From	To
Military Standards and Specs	3	1
Statement of Requirements Pages	13	9
Contract Data Requirements Lists (CDRLs)	26	6
Contracting Cycle Time in Days	120	54

NOTE: The above numbers represent one of the acquisitions made under this concept; and they are representative of the measures and reductions that can be made on all acquisitions.

Bottom Line: A faster, less costly and more executable acquisition.

*Published by the Assistant Secretary of the Air Force (Acquisition) as of June 97.
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